



Department  
for Education

Schools  
Commercial  
Team

**13 June 2019**  
**Schools North East SBM Conference**  
**St Jame's Park, Newcastle**  
**Steve Archer Schools Commercial Team**  
**Buying For Schools**

Supporting schools to achieve great value

 **GOV.UK**

Search **buying for schools** 

# Buying for schools





# The buying landscape in schools

Saves you time  
Saves you money  
Is what you want  
Is a deal that is easy to access

The background of the slide is a close-up photograph of several tall stacks of coins, likely British pounds, showing the texture of the metal and the edges of the coins. The lighting is dramatic, highlighting the ridges and grooves of the coins.

# Since January 2017

- **34 Deals** published on GOV.UK
- **30 000** transactions 18/19
- RPA saving over **£23m**
- **2** Regional Buying Hubs pilots
- Over **7 000** School Business Professionals reached

# Strategy & Principles



## Schools' buying strategy

January 2017

**'every type of school'**

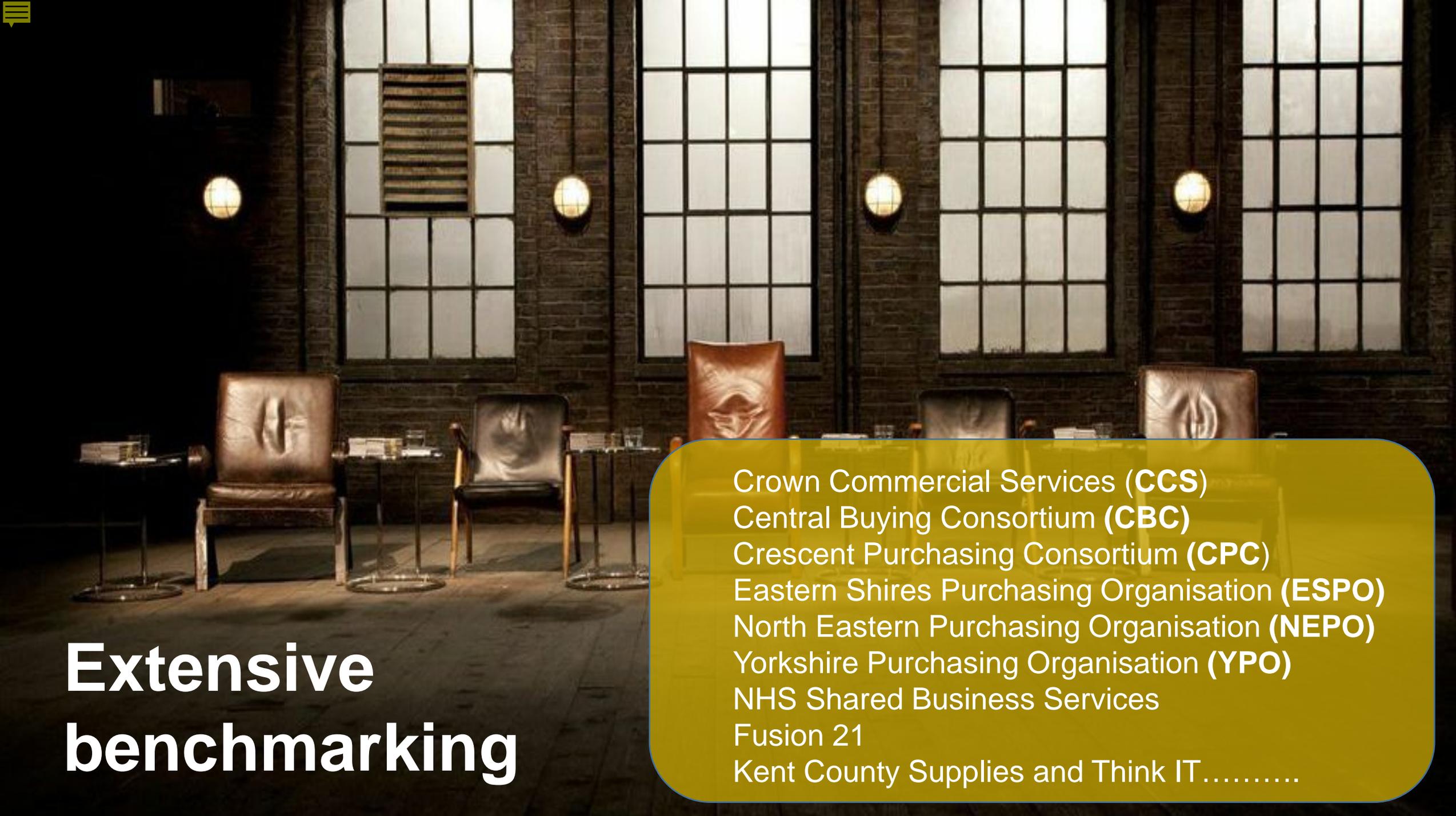
**'changes that schools want'**

**'closer relationship between the Department and schools'**

**'looking at the whole buying process from start to finish'**

 **GOV.UK** Search buying for schools



A photograph of a modern lounge or meeting area. The room features a dark brick wall with several large, multi-paned windows. The lighting is warm, with spherical pendant lights hanging from the ceiling. In the foreground, there are several leather chairs and small tables, suggesting a comfortable and professional environment.

# Extensive benchmarking

Crown Commercial Services (CCS)  
Central Buying Consortium (CBC)  
Crescent Purchasing Consortium (CPC)  
Eastern Shires Purchasing Organisation (ESPO)  
North Eastern Purchasing Organisation (NEPO)  
Yorkshire Purchasing Organisation (YPO)  
NHS Shared Business Services  
Fusion 21  
Kent County Supplies and Think IT.....

A man with short brown hair and glasses, wearing a blue textured sweater, is shown from the side, reaching up with his right hand to touch a glowing rectangular light fixture mounted on a ceiling. The light fixture is illuminated from within, casting a bright glow. The background is a dark, textured ceiling with some pipes and wires visible.

## Current deals available...

- Portable and Fixed wire testing
- Construction Consultancy Services
- Facilities Management Market place
- Removal and Relocation services
- Provision of furniture
- Defibrillators DfE/NHS Deal

# Facilities management



## Current deals available...

- Electricity & Gas Supply
- Water and waste water
- Energy Efficiency Salix 'interest free' Loans
  - Fund over 100 different technologies
- Energy retro fit efficiency improvements
  - Such as insulation, lighting & windows

### NEW

- Launched January 2019
  - School Switch

**Utilities**



# 'School Switch'

- [One 'stop shop'](#)
- Price comparisons
- Allows purchasing
- Simple to use
- Retains your site details

The screenshot shows the GOV.UK 'School Switch' interface. A 'Compare Results' modal window is open, displaying three energy suppliers for comparison. The background shows a sidebar with filters and a main content area with a search bar and navigation links.

Supplier	Contract Type	Tariff Type	Standing Charge	Unit Rate	Annual Cost
corona energy	Fully Fixed	Standard Generation Mix	12.50 p/day	2.54 p/kWh	£807.63
Squeaky Clean Energy	Fully Fixed	Standard Generation Mix	10.50 p/day	3.04 p/kWh	£950.33
BRISTOL energy	Fully Fixed	Standard Generation Mix	48.44 p/day	3.52 p/kWh	£1,231.30



## Current deals available...

- Desktop hardware
  - Hardware & portable devices
- ICT Cloud support and related services
  - Hardware & Software / Communications /Networking and Cabling
- Technology products 2
- ICT Solutions & network infrastructure
- Software licenses
- G Cloud 10

# Technology



## Current deals available...

- Copiers / Scanners MFD
- Commercial Insurance
- Audit Services
- Spend Analysis and recovery services
- Books & Materials
- Library resources
- Professional Services
- Legal Services
- Leasing Services
- Office supplies
- Recruitment – Employee screening

### NEW

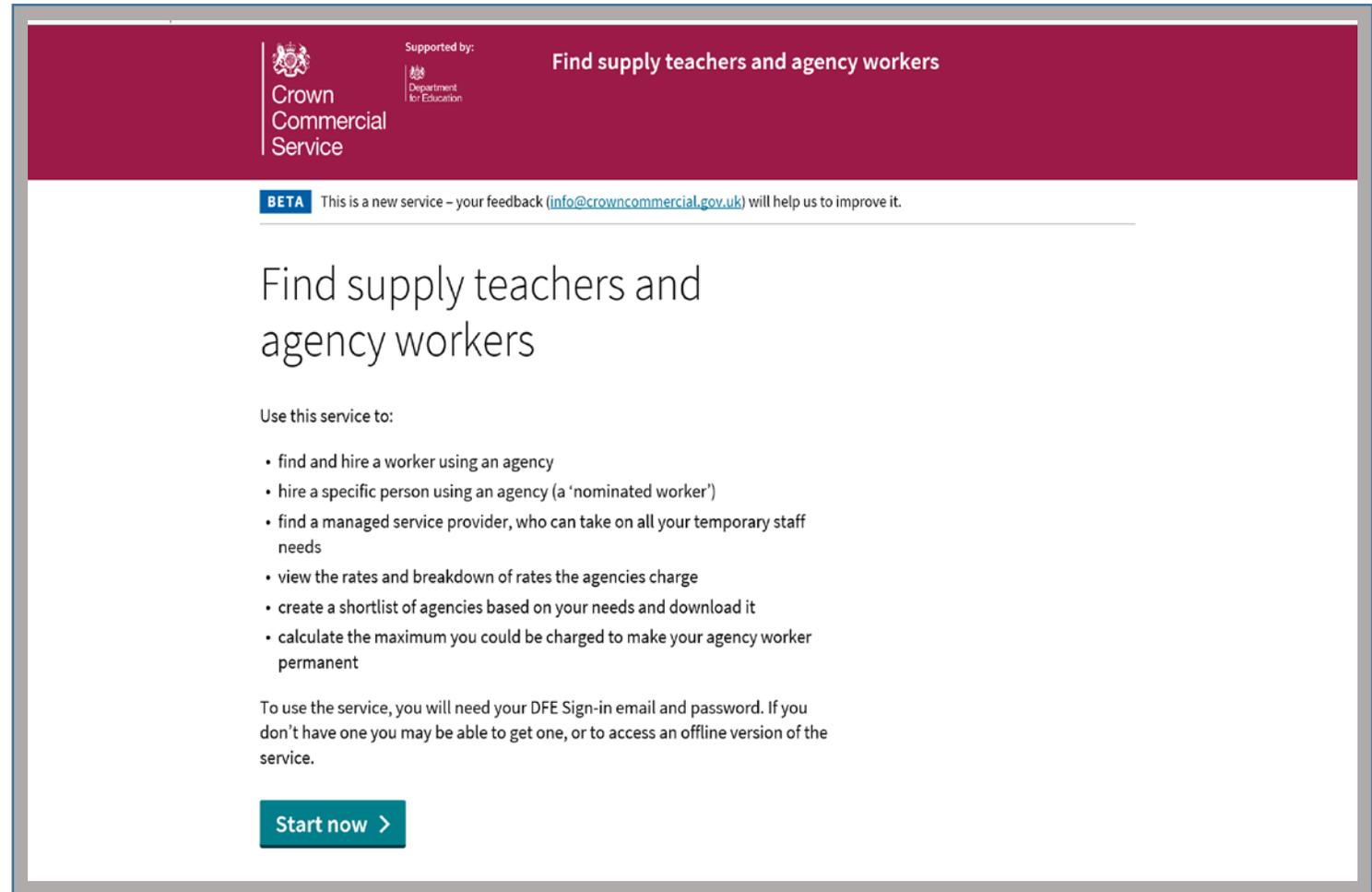
- Launched this academic year
  - Agency Supply Deal
  - Teaching Vacancies
  - Motor Insurance for Academies – express your interest

**School  
business services**



# Agency supply – further support

- You can access the agency deal via the [online tool](#)
- Questions can be sent to [supplyteachers@crownccommercial.gov.uk](mailto:supplyteachers@crownccommercial.gov.uk)
- Guidance on the deal can be located via the [link to the DfE web pages](#)



Supported by:  
Crown Commercial Service  
Department for Education

## Find supply teachers and agency workers

**BETA** This is a new service – your feedback ([info@crownccommercial.gov.uk](mailto:info@crownccommercial.gov.uk)) will help us to improve it.

### Find supply teachers and agency workers

Use this service to:

- find and hire a worker using an agency
- hire a specific person using an agency (a 'nominated worker')
- find a managed service provider, who can take on all your temporary staff needs
- view the rates and breakdown of rates the agencies charge
- create a shortlist of agencies based on your needs and download it
- calculate the maximum you could be charged to make your agency worker permanent

To use the service, you will need your DfE Sign-in email and password. If you don't have one you may be able to get one, or to access an offline version of the service.

[Start now >](#)



- 
- Provides comprehensive risk protection to all academies including property damage; business interruption; employer liability; public liability; cultural assets and UK and overseas travel
  - Currently £20 per pupil
  - **£18 per pupil from September 2019**
  - We will keep the cost at **£20 per pupil or less until at least August 2022**

# Risk Protection Arrangement (RPA)

## What's new?

RPA aims to continuously improve our offer, therefore from September 2018 the RPA offer includes:

- Overseas travel (including winter sports) cover
- Cultural Assets (including a valuation service) cover
- You can find further information on this in our membership rules on [Gov.uk](http://Gov.uk)

# Compliant buying process



**Simplify  
the buying  
process**



# Regional Buying Hubs

A close-up photograph of a blue bicycle's rear wheel and drivetrain. The focus is on the rear hub, the chain, and the blue-painted frame. The spokes of the wheel are visible in the background, creating a radial pattern. The lighting is bright, highlighting the metallic and painted surfaces.

## Provides

- Website portal
- Helpdesk facility
- One stop easy access
- Free service
  - North West
  - South West

# SBP networks

- National directory
- Network leaders
- Network guidance
- Communication

# Capture your voice





- *National organisations*
  - *ISBL, ASCL, NAHT*
  - *Unison & NGA*
- User Group
- External Events
- MAT Procurement Forum
- SBP Network Leads
- Local Authority networking





# How to... keep 'connected'

1. Sign up to the School Business Professional [contact list](#)
2. Sign up to the ESFA updates
3. Join a network group
4. Become a member of our User Group
5. Visit us at our stand

# Buying for schools

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From: [Department for Education](#)  
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Updated: 31 August 2018, [see all updates](#)

Search this manual

Buying for schools



[Contents](#)

How to buy goods, works or services for your school.

Following these guides will help schools to:

- find deals that are available
- get value for money
- comply with EU procurement law

Check our [deals for schools](#) first to see if they can supply what you need.

## Before you start

How to prepare and research before buying things for your school to help you get the best deal and save money.

## Find the right way to buy

When to buy from a deal or framework and when to get bids or quotes

# How to... get in touch

## Schools Engagement Team



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# How to...get in touch

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